

305 United Hospital System Inc
 6308 8th Ave
 Kenosha, WI 53143
 262-656-3011

Fiscal Year: 07/01 to 06/30
 Type: **GMS**
 General Medical & Surgical
 Control: **Other Not-For-Profit**

County: **Kenosha**
 Analysis Area: **Southeastern (2A)**
 Volume Group: **7**

| Selected Utilization Statistics | FY 2008 | All GSM Hospitals | | Analysis Area 2A | | Volume Group 7 | | FY 2008 vs. 2007 | |
|---|---------|-------------------|-------|------------------|-------|----------------|-------|------------------|-------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2007 | Ratio |
| Occupancy Rate (%) | | | | | | | | | |
| Adult Medical-Surgical | 64.4% | 60.5% | 1.07 | 68.4% | 0.94 | 73.2% | 0.88 | 68.0% | 0.95 |
| Obstetrics | 39.0% | 42.5% | 0.92 | 41.3% | 0.94 | 53.3% | 0.73 | 34.2% | 1.14 |
| Pediatrics | 0.0% | 57.0% | N/A | 18.1% | N/A | 47.6% | N/A | 0.0% | N/A |
| Total Hospital | 57.5% | 58.4% | 0.99 | 59.0% | 0.97 | 68.4% | 0.84 | 57.3% | 1.00 |
| Average Census (Patients) | | | | | | | | | |
| Adult Medical-Surgical | 78.6 | 31.3 | 2.51 | 49.1 | 1.60 | 113.8 | 0.69 | 73.4 | 1.07 |
| Obstetrics | 7.4 | 5.7 | 1.30 | 7.0 | 1.06 | 17.6 | 0.42 | 6.5 | 1.14 |
| Pediatrics | 0.0 | 2.4 | N/A | 0.8 | N/A | 4.5 | N/A | 0.0 | N/A |
| Total Hospital | 116.1 | 54.6 | 2.13 | 70.5 | 1.65 | 211.5 | 0.55 | 108.4 | 1.07 |
| Average Length of Stay (Days) | | | | | | | | | |
| Adult Medical-Surgical | 4.3 | 3.7 | 1.16 | 3.7 | 1.16 | 3.9 | 1.10 | 4.3 | 1.01 |
| Obstetrics | 2.4 | 2.4 | 1.02 | 2.4 | 1.01 | 2.3 | 1.03 | 2.4 | 0.99 |
| Pediatrics | 0.0 | 2.2 | N/A | 1.5 | N/A | 3.0 | N/A | 0.0 | N/A |
| Total Hospital | 4.3 | 4.3 | 1.00 | 4.1 | 1.03 | 4.7 | 0.92 | 4.2 | 1.01 |
| Surgical Operations | | | | | | | | | |
| Inpatient | 2,910 | 1,970 | 1.48 | 1,769 | 1.65 | 7,562 | 0.38 | 2,748 | 1.06 |
| Outpatient | 5,476 | 4,151 | 1.32 | 4,471 | 1.22 | 13,160 | 0.42 | 5,344 | 1.02 |
| Inpatient as % of All Surgeries | 34.7% | 32.2% | 1.08 | 28.3% | 1.22 | 36.5% | 0.95 | 34.0% | 1.02 |
| Outpatient Visits | | | | | | | | | |
| Non-Emergency Visits | 293,445 | 94,816 | 3.09 | 125,391 | 2.34 | 267,104 | 1.10 | 286,000 | 1.03 |
| Emergency Visits | 52,275 | 16,124 | 3.24 | 21,466 | 2.44 | 41,334 | 1.26 | 48,951 | 1.07 |
| Full-Time Equivalents (FTEs) | | | | | | | | | |
| Administrators | 63.7 | 18.7 | 3.41 | 27.1 | 2.35 | 53.7 | 1.19 | 65.6 | 0.97 |
| Nurses, Licensed | 384.9 | 197.1 | 1.95 | 233.7 | 1.65 | 688.9 | 0.56 | 366.4 | 1.05 |
| Ancillary Nursing Personnel | 96.1 | 37.6 | 2.56 | 39.9 | 2.41 | 128.1 | 0.75 | 85.5 | 1.12 |
| All Other Personnel | 1,097.9 | 452.4 | 2.43 | 529.4 | 2.07 | 1,471.0 | 0.75 | 1,015.3 | 1.08 |
| Total FTEs | 1,642.6 | 705.8 | 2.33 | 830.2 | 1.98 | 2,341.8 | 0.70 | 1,532.7 | 1.07 |
| FTEs per 100 Patient Census (Adjusted) | | | | | | | | | |
| Administrators | 23.7 | 17.2 | 1.38 | 16.0 | 1.48 | 14.4 | 1.64 | 25.4 | 0.93 |
| Nurses, Licensed | 142.9 | 181.8 | 0.79 | 137.5 | 1.04 | 185.1 | 0.77 | 141.8 | 1.01 |
| Ancillary Nursing Personnel | 35.7 | 34.6 | 1.03 | 23.5 | 1.52 | 34.4 | 1.04 | 33.1 | 1.08 |
| All Other Personnel | 407.7 | 417.2 | 0.98 | 311.6 | 1.31 | 395.2 | 1.03 | 393.0 | 1.04 |
| Total FTEs | 610.0 | 650.8 | 0.94 | 488.6 | 1.25 | 629.1 | 0.97 | 593.3 | 1.03 |

Total Hospital:
 Beds Set Up & Staffed 202
 Discharges 9,956
 Inpatient Days 42,503

Contract with:
 Health Maintenance Organization (HMO) Yes
 Preferred Provider Organization (PPO) Yes

Medicare-certified Swing Beds:
 Beds Set Up & Staffed 0
 Discharges 0
 Inpatient Days 0

Newborn Nursery:
 Bassinets 24
 Total Births 942
 Newborn Days 2,092

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| Inpatient Service Area | Level of Service* | Beds Set Up & Staffed 06/30/2008 | Discharges & Transfers** | Patient Days of Care | Occupancy Rate (%) | Average Census (Patients) | Average Length of Stay (Days) |
|---------------------------------------|-------------------|-------------------------------------|--------------------------|----------------------|--------------------|---------------------------|-------------------------------|
| General Medical-Surgical | | | | | | | |
| Adult Medical-Surgical, Acute | 1 | 122 | 6,667 | 28,774 | 64.4% | 78.6 | 4.3 |
| Orthopedic | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Rehabilitation & Physical Medicine | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Hospice | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Acute Long-Term Care | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Other Acute | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Pediatric, acute | 4 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Obstetrics | 1 | 19 | 1,128 | 2,709 | 39.0% | 7.4 | 2.4 |
| Psychiatric | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Alcoholism/chemical dependency | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| ICU/CCU | | | | | | | |
| Medical-Surgical Intensive Care | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Cardiac Intensive Unit | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Pediatric Intensive Care | 4 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Burn Care | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Mixed Intensive Care | 1 | 32 | 616 | 5,269 | 45.0% | 14.4 | 8.6 |
| Step-Down (Special Care) | 1 | 29 | 1,545 | 5,751 | 54.2% | 15.7 | 3.7 |
| Neonatal Intensive/Intermediate Care | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Other Intensive Care | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Subacute care | 2 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |
| Other inpatient | 5 | 0 | 0 | 0 | 0.0% | 0.0 | 0.0 |

Note: data should be used only in rows; do not summarize columns.

* 1 = Provided-Distinct Unit, 2 = Provided-Not Distinct Unit, 3 = Available in Network
4 = Contracted, 5 = Service Not Provided

** Transfers, which may be estimated, refer only to those between units.

| Occupation | Number Full-Time | Number Part-Time | Number FTE | Occupation | Number Full-Time | Number Part-Time | Number FTE |
|---|------------------|------------------|------------|---------------------------------------|------------------|------------------|----------------|
| Administrators/Assistant Administrators | 57 | 10 | 63.7 | Surgical Personnel | 28 | 5 | 31.2 |
| Physicians & Dentists | 44 | 1 | 44.5 | Radiological Services Personnel | 38 | 52 | 64.9 |
| Medical & Dental Residents | 0 | 0 | 0.0 | Respiratory Therapists | 23 | 9 | 27.7 |
| Registered Nurses | 183 | 274 | 358.5 | Occupational Therapists | 3 | 2 | 4.7 |
| Certified Nurse Midwives | 0 | 0 | 0.0 | Occupational Therapy Assistants/Aides | 0 | 0 | 0.0 |
| Licensed Practical Nurses | 14 | 17 | 25.8 | Physical Therapists | 7 | 5 | 9.0 |
| Ancillary Nursing Personnel | 33 | 105 | 96.1 | Physical Therapy Assistants/Aides | 5 | 10 | 10.6 |
| Physician Assistants | 5 | 1 | 5.8 | Recreational Therapists | 0 | 0 | 0.0 |
| Nurse Practitioners | 0 | 1 | 0.6 | Dietitians & Nutritionists | 5 | 3 | 6.5 |
| Certified Registered Nurse Anesthetists | 0 | 0 | 0.0 | Psychologists | 0 | 0 | 0.0 |
| Medical Records Personnel | 71 | 34 | 92.9 | Social Workers | 6 | 1 | 6.7 |
| Pharmacy Personnel | 23 | 16 | 30.8 | All Other Health Professionals | 95 | 135 | 165.5 |
| Clinical Laboratory Personnel | 52 | 29 | 70.6 | All Other Personnel | 421 | 163 | 526.6 |
| | | | | Total | 1,113 | 873 | 1,642.6 |

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| Selected Financial Statistics | FY 2008 | All GMS Hospitals | | Analysis Area 2A | | Volume Group 7 | | FY 2008 vs. 2007 | | |
|--|---------------|-------------------|----------|---------------------|---------|-------------------|----------|------------------|---------|------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2007 | Ratio | |
| Gross Revenue as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$231,491,824 | 45.4% | 41.5% | 1.09 | 43.8% | 1.04 | 41.9% | 1.08 | 45.3% | 1.00 |
| Medical Assistance | \$43,912,899 | 8.6% | 10.8% | 0.79 | 7.4% | 1.16 | 10.2% | 0.85 | 7.8% | 1.10 |
| Commercial | \$201,522,580 | 39.5% | 40.7% | 0.97 | 43.3% | 0.91 | 40.4% | 0.98 | 40.6% | 0.97 |
| All Other | \$33,485,195 | 6.6% | 7.0% | 0.94 | 5.6% | 1.18 | 7.5% | 0.87 | 6.3% | 1.04 |
| Deductions as % of Total Gross Patient Revenue | | | | | | | | | | |
| Medicare | \$160,996,607 | 31.5% | 26.5% | 1.19 | 29.6% | 1.07 | 27.5% | 1.15 | 31.8% | 0.99 |
| Medical Assistance | \$38,894,470 | 7.6% | 8.4% | 0.91 | 6.0% | 1.28 | 7.8% | 0.97 | 6.9% | 1.11 |
| Commercial | \$61,184,798 | 12.0% | 11.4% | 1.05 | 13.6% | 0.88 | 12.2% | 0.98 | 11.7% | 1.03 |
| Charity Care | \$9,319,455 | 1.8% | 1.6% | 1.14 | 1.3% | 1.45 | 1.8% | 1.02 | 2.9% | 0.63 |
| All Other | \$6,237,602 | 1.2% | 1.9% | 0.65 | 1.3% | 0.96 | 2.2% | 0.55 | 1.1% | 1.07 |
| Total Deductions | \$276,632,932 | 54.2% | 49.8% | 1.09 | 51.7% | 1.05 | 51.6% | 1.05 | 54.4% | 1.00 |
| Other Revenue & Net Gains or Losses | | | | | | | | | | |
| Other Revenue as % of Total Revenue | | 3.2% | 4.5% | 0.71 | 3.6% | 0.89 | 2.9% | 1.11 | 4.3% | 0.75 |
| Net Gains/Losses as % of Net Income | | 10.1% | N/A | N/A | N/A | N/A | N/A | N/A | 3.3% | 3.05 |
| Expenses as % of Total Expenses | | | | | | | | | | |
| Salary/Fringe Benefits | \$108,343,468 | 52.2% | 47.4% | 1.10 | 45.4% | 1.15 | 46.1% | 1.13 | 52.7% | 0.99 |
| Supplies & Services | \$59,863,095 | 28.8% | 39.6% | 0.73 | 40.6% | 0.71 | 41.2% | 0.70 | 29.1% | 0.99 |
| Capital Component | \$25,555,132 | 12.3% | 8.8% | 1.41 | 8.7% | 1.42 | 8.3% | 1.48 | 14.1% | 0.87 |
| Bad Debt | \$13,936,004 | 6.7% | 4.2% | 1.59 | 5.3% | 1.27 | 4.4% | 1.54 | 4.1% | 1.63 |
| Fiscal Statistics | | | | | | | | | | |
| Operating Margin (%) | | 14.0% | 5.6% | 2.50 | 8.0% | 1.76 | 5.1% | 2.73 | 16.5% | 0.85 |
| Total Hospital Net Income (%) | | 15.3% | 3.5% | 4.35 | 4.5% | 3.43 | 2.2% | 7.10 | 17.0% | 0.90 |
| Return on Equity (%) | | 11.6% | 2.8% | 4.12 | 3.4% | 3.43 | 1.8% | 6.39 | 12.3% | 0.94 |
| Current Ratio | | 3.8 | 2.9 | 1.32 | 4.1 | 0.94 | 3.2 | 1.18 | 6.4 | 0.60 |
| Days in Net Patient Accounts Receivable | | 52.1 | 50.2 | 1.04 | 46.4 | 1.12 | 46.7 | 1.12 | 60.7 | 0.86 |
| Average Payment Period | | 51.6 | 54.8 | 0.94 | 46.8 | 1.10 | 48.0 | 1.08 | 43.4 | 1.19 |
| Equity Financing (%) | | 72.9% | 58.1% | 1.25 | 68.9% | 1.06 | 60.5% | 1.20 | 69.1% | 1.05 |
| Long-Term Debt to Equity Ratio | | 0.2 | 0.4 | 0.52 | 0.2 | 0.89 | 0.3 | 0.62 | 0.3 | 0.68 |
| Times Interest Earned | | 10.3 | 3.3 | 3.16 | 4.3 | 2.42 | 2.8 | 3.75 | 8.7 | 1.19 |
| Total Asset Turnover | | 0.7 | 0.8 | 0.91 | 0.8 | 0.95 | 0.9 | 0.86 | 0.7 | 1.03 |
| Average Age of Plant (Years) | | 9.4 | 9.5 | 0.98 | 10.1 | 0.93 | 10.3 | 0.91 | 9.2 | 1.02 |
| Increase (Decrease) Total Net Patient Revenue | | 9.7% | 6.3% | 1.53 | 6.8% | 1.42 | 5.9% | 1.65 | 8.6% | 1.13 |
| Outpatient Gross Revenue (% of Total GPR) | | 56.9% | 49.7% | 1.14 | 55.8% | 1.02 | 43.2% | 1.32 | 58.0% | 0.98 |
| Net Revenue Statistics | | | | | | | | | | |
| Inpatient Net Revenue per Discharge | \$9,057 | | \$11,228 | 0.81 | \$9,416 | 0.96 | \$12,990 | 0.70 | \$8,877 | 1.02 |
| Inpatient Net Revenue per Day | \$2,121 | | \$2,612 | 0.81 | \$2,280 | 0.93 | \$2,788 | 0.76 | \$2,106 | 1.01 |
| Outpatient Net Revenue per Visit | \$415 | | \$497 | 0.84 | \$528 | 0.79 | \$542 | 0.77 | \$388 | 1.07 |

| Income Statement | | Assets | | Liabilities & Fund Balances | |
|-----------------------------|---------------|-----------------------------------|---------------|----------------------------------|---------------|
| Gross Patient Revenue (GPR) | \$510,412,498 | Cash & Cash Equivalents | \$63,809,206 | Current Liabilities | \$27,243,983 |
| Less Deductions | \$276,632,932 | Net Patient Receivables | \$33,270,801 | Long-Term Debt | \$50,009,677 |
| Net Patient Revenue | \$233,779,566 | Other Receivables | \$140,442 | Other Liabilities | \$10,998,112 |
| Plus Other Revenue | \$7,733,130 | | | Subtotal | \$88,251,772 |
| Total Revenue | \$241,512,696 | Land, Buildings & Equipment (Net) | \$143,187,741 | Unrestricted Fund Balance | \$237,116,684 |
| Less Expenses | \$207,697,699 | Other Assets | \$84,960,266 | Restricted Fund Balance | \$2,149,847 |
| Non-Operating Gains/Losses | \$3,787,678 | | | Total Liabilities & Fund Balance | \$325,368,456 |
| Net Income | \$37,602,675 | Total Assets | \$325,368,456 | | |